

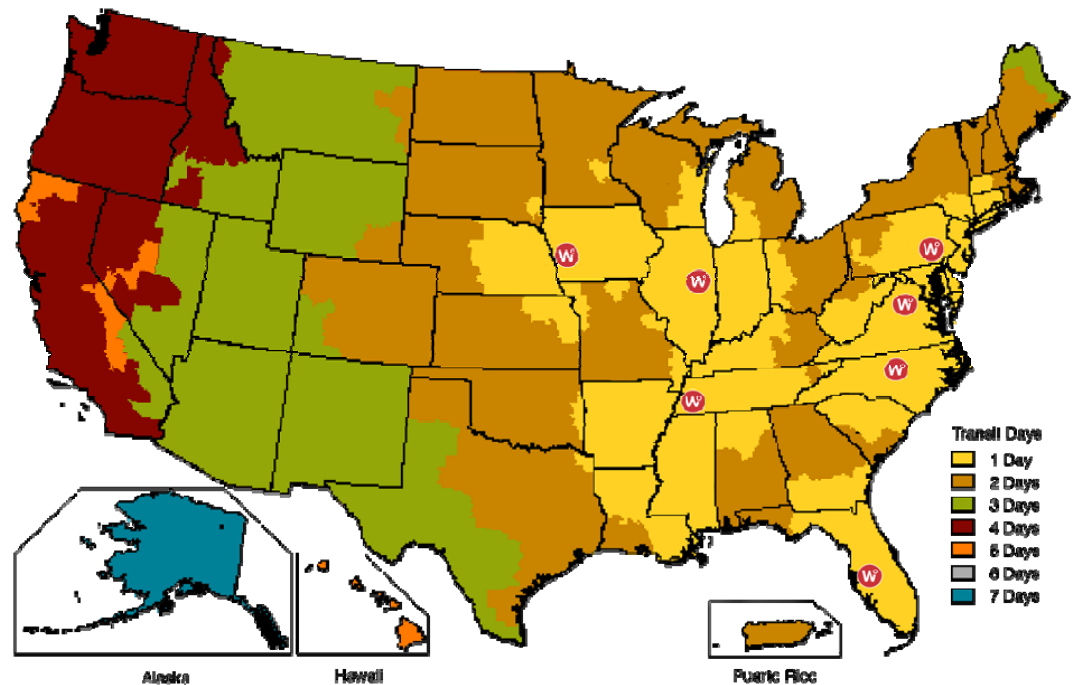


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Waypoint Advantages

- Nationwide footprint
- 1.8 million samples analyzed in 2019
- One to two day shipping and next day turnaround
 - 95.01% of soil samples were next day in 2019
 - 95.48% of tissue samples were next day in 2019

Shipping Days to a Waypoint Location

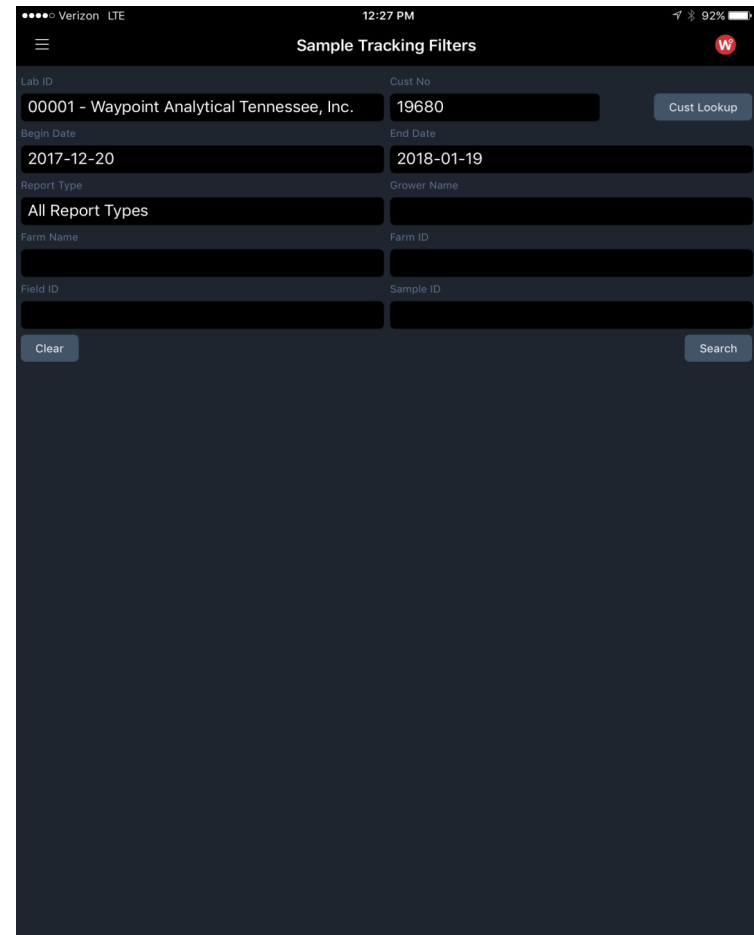


Field Variability

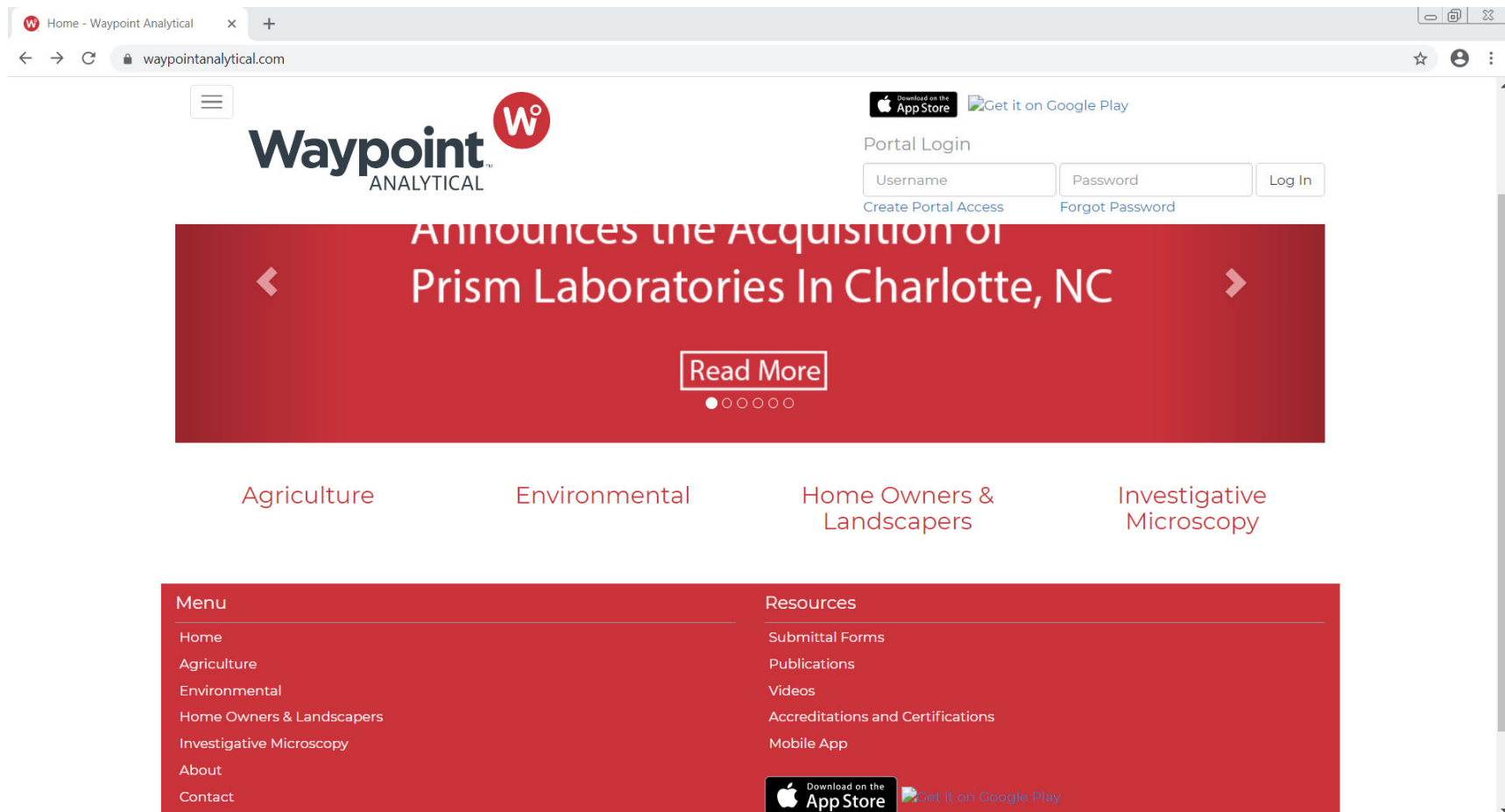
- Recommendations to manage field variability for the highest profitable yield
 - Soil test
 - Plant tissue
 - Crop removal
 - Nematode analysis
 - Texture analysis
 - Lime analysis
 - Manure analysis
 - Water analysis
 - Pesticide residue



Waypoint Analytical App



Website Updates



Waypoint Analytical

Website Updates

The screenshot displays the Waypoint Analytical website with two browser tabs open. The first tab, titled 'Videos - Waypoint Analytical', shows the 'Videos' section with two video thumbnails: 'Waypoint Analytical Plant Nutrition FAQs...' and 'Waypoint Analytical Mobile App Promo'. The second tab, titled 'Publications - Waypoint Analytical', shows the 'Publications' section with three columns of links: 'Technical Articles', 'Brochures', and 'Crop Notes'. The website header includes the Waypoint Analytical logo, a mobile menu icon, and links to download the app from the App Store and Google Play. The 'Portal Login' section includes fields for 'Username' and 'Password', a 'Log In' button, and links for 'Create Portal Access' and 'Forgot Password'.

Waypoint Analytical

Videos

Waypoint Analytical Plant Nutrition FAQs... Watch later Share

Waypoint Analytical Mobile App Promo Watch later Share

Publications - Waypoint Analytical

Waypoint Analytical

Portal Login

Username Password Log In

Create Portal Access Forgot Password

Technical Articles

- Loss on Ignition Transition
- Interpreting a Nematode Assay Report
- Effects of Irrigation Water Quality on pH
- Water Sampling Procedures
- Herbicide Carryover (AF2)
- Corn Small Grain Silage Double Crop Fertilizer Recs (AF2)
- Drought Considerations in Soil Fertility (AF3)
- Citrus Nutrition and Fertilization (AF4)
- Rice Nitrogen Recommendations (AF5)
- Orchard Recommendations (AF6)
- Pre-Sidedress Nitrate Test (PSNT) (AF7)
- Interpreting a Soil Test Report (AF8)
- Determining Early Season Corn and Cotton Nitrogen Requirements for Storm Stricken SE-US (AF9)
- Fresh Fruit and Vegetable Analysis (AF12)
- Cover Crops (AF13)
- The Importance of Plant Tissue Sampling (AF14)
- Saturated Media Extract Analysis (AF15)
- Understanding the Difference Between Saline and Sodic Soils (AF16)
- Reading a Waypoint Specialty Report (AF17)

Brochures

- Agricultural Services
- Horticultural and Landscape Services
- Soil Sampling Guide
- Plant Tissue Sampling Guide
- Nematode Sampling and Analysis Guide
- Manure Analysis Guide
- Pesticide Residue Analysis Guide
- Soil Sampling for Home Lawns and Gardens
- Corn Tissue Sampling
- Cotton Tissue Sampling
- Soybean Tissue Sampling
- Peanut Tissue Sampling

Crop Notes

- Sulfur And Boron Testing in Soybeans
- Conditions Ripe for Phytophthora in Soybean
- End of Season Corn Stalk Nitrate Test
- First Report of Boxwood Blight
- The Benefits of Intensive Sampling
- Prevented Planting and Soil Fertility
- Soil and Tissue Testing are Critical This Year
- Cover Crops On Prevented Planting Acres

Waypoint Analytical



e3[®] cotton directly connects brands and farmers.
That's smart.

It's the question everyone wants to know: Where is this cotton coming from?

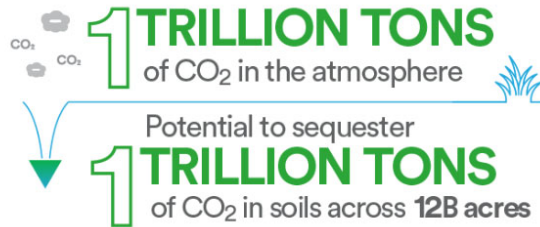
At BASF, we're passionate about providing an answer. So, where does our e3 cotton start? With high-quality, certified FiberMax[®] and authentic, storied Stoneville[®] cotton seed that can be traced from the farmer to the gin and right through to the merchant, mills and retailer. That way, the end customers know exactly what their clothes are made of, how they are made, and where the cotton comes from. Customers also know their clothes meet all three E's — they're socially equitable, economically viable and environmentally responsible.



Sustainability



A Solution that Matches the Scale of the Problem



Wrangler MEN WOMEN KIDS WESTERN NEW SALE

SEARCH

OUR GOALS



100% RENEWABLE ENERGY POWERING ALL OWNED AND OPERATED FACILITIES BY 2025.



5.5 BILLION LITERS OF WATER CONSERVED BY 2020



100% PREFERRED CHEMISTRY THROUGHOUT OUR SUPPLY CHAIN BY 2020.

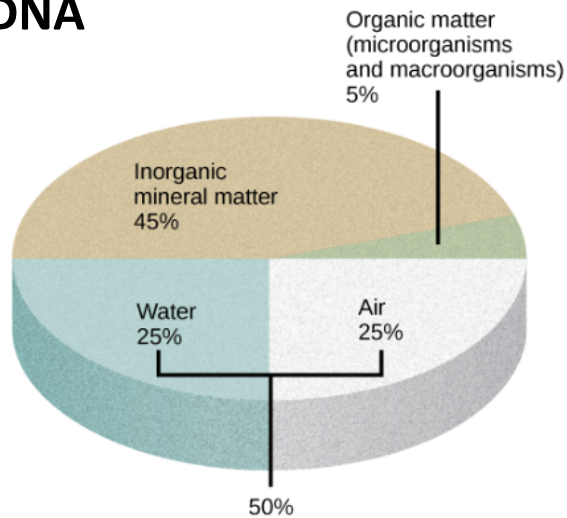


100% SUSTAINABLE COTTON BY 2025.

Sustainability

- **Soil Biology Tests**

-  SOLVITA®
- **Water extractable organic carbon**
- **Phospholipid fatty acid, PFLA**
- **DNA**



Components of soil: The four major components of soil are shown: inorganic minerals, organic matter, water, and air.

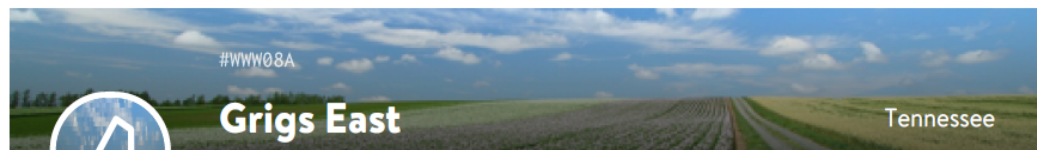


Report Results



Genus	Species	Percentage	Kingdom	Phylum	Class	Orden	Family
Mortierella	camargensis	32.5998%	Fungi	Zygomycota	Incertae-sedis	Mortierellales	Mortierellaceae
Mortierella	alpina	22.3306%	Fungi	Zygomycota	Incertae-sedis	Mortierellales	Mortierellaceae
Purpureocillium	lavendulum	4.8619%	Fungi	Ascomycota	Sordariomycetes	Hypocreales	Ophiocordycipitaceae
Pyrenochaetopsis	leptospora	4.6125%	Fungi	Ascomycota	Dothideomycetes	Pleosporales	Cucurbitariaceae
Mortierella	sp.	2.9626%	Fungi	Zygomycota	Incertae-sedis	Mortierellales	Mortierellaceae
Hymenula	cerealis	2.7023%	Fungi	Ascomycota	Incertae-sedis	Incertae-sedis	Incertae-sedis
Devriesia	americana	2.5954%	Fungi	Ascomycota	Dothideomycetes	Capnodiales	Teratosphaeriaceae
Clitopilus	sp.	2.5954%	Fungi	Basidiomycota	Agaricomycetes	Agaricales	Entolomataceae
Pseudophialophora	panicorum	2.2802%	Fungi	Ascomycota	Sordariomycetes	Magnaporthales	Magnaporthaceae
Mortierella	elongata	1.4745%	Fungi	Zygomycota	Incertae-sedis	Mortierellales	Mortierellaceae
Pyrenochaeta	sp.	1.2114%	Fungi	Ascomycota	Dothideomycetes	Pleosporales	Incertae-sedis
Clavaria	sp.	0.9839%	Fungi	Basidiomycota	Agaricomycetes	Agaricales	Clavariaceae
Phialophora	livistonae	0.8825%	Fungi	Ascomycota	Eurotiomycetes	Chaetothyriales	Herpotrichiellaceae
Paecilomyces	carneus	0.8140%	Fungi	Ascomycota	Eurotiomycetes	Eurotiales	Trichocomaceae
Epicoccum	nigrum	0.7208%	Fungi	Ascomycota	Dothideomycetes	Pleosporales	Pleosporaceae
Pyrenochaetopsis	sp.	0.7098%	Fungi	Ascomycota	Dothideomycetes	Pleosporales	Cucurbitariaceae
Codinaeopsis	sp.	0.6413%	Fungi	Ascomycota	Sordariomycetes	Chaetosphaeriales	Chaetosphaeriaceae
Leohumicola	minima	0.5618%	Fungi	Ascomycota	Leotiomycetes	Incertae-sedis	Incertae-sedis
Acremonium	persicinum	0.5125%	Fungi	Ascomycota	Sordariomycetes	Hypocreales	Incertae-sedis
Cochliobolus	geniculatus	0.4878%	Fungi	Ascomycota	Dothideomycetes	Pleosporales	Pleosporaceae
Mortierella	exigua	0.4659%	Fungi	Zygomycota	Incertae-sedis	Mortierellales	Mortierellaceae
Aspergillus	tardus	0.4604%	Fungi	Ascomycota	Eurotiomycetes	Eurotiales	Aspergillaceae
Clonostachys	rosea	0.4549%	Fungi	Ascomycota	Sordariomycetes	Hypocreales	Bionectriaceae
Pyrenochaetopsis	pratorum	0.4385%	Fungi	Ascomycota	Dothideomycetes	Pleosporales	Cucurbitariaceae
Tubeufia	cerea	0.4029%	Fungi	Ascomycota	Dothideomycetes	Tubeufiales	Tubeufiaceae

Microbiome Analysis Report



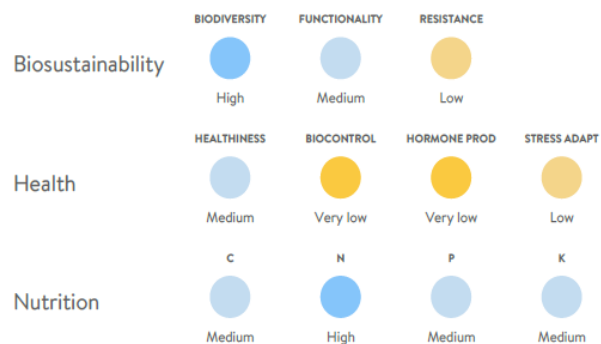
SOIL

CROP
Corn, Maize

VARIETY
Not defined

DATE
13-Jan-2020

SUMMARY



LEGEND ● Not Detected ● Very low ● Low ● Medium ● High ● Very High

All the information shown in this microbial report is based on the detection presence of **501** different species whose distribution is

FUNGAL PHYLUM DISTRIBUTION

51.36% Ascomycota
44.81% Zygomycota
3.81% Basidiomycota

BACTERIAL PHYLUM DISTRIBUTION

40.19% Proteobacteria
11.04% Actinobacteria
5.82% Verrucomicrobia

CONCLUSIONS

- You have a **Low** resistance value. Aggressive management can be affecting your soil biosustainability.
- The healthiness value is **Medium**.
- Carbon nutrition value is **Medium**.

HEALTH

HEALTHINESS

Medium

5 Disease Risks found



Crop health according to the pathogens detected

SLIGHT RISK DETECTED



ASPERGILLUS ROT

||||| MEDIUM Risk level



FUSARIUM ROT

||||| LOW Risk level



RED ROOT ROT

||||| LOW Risk level

BLACK BUNDLE DISEASE • PENICILLIUM EAR ROT AND BLUE EYE

NOT DETECTED

CHARCOAL ROT • DIPLODIA ROT • ERWINIA STALK ROT • EYESPOT • GRAY LEAF SPOT • NIGROSPORA ROT • PYTHIUM ROT • RHIZOCTONIA ROT • ALTERNARIA LEAF SPOT • COMMON SMUT

BIOCONTROL

Very low



Microbial species grouped according to the type of pest they encounter, capable of preventing pathogenic species from taking hold or proliferation

Fungicide agents

VERY LOW

Insecticide agents

VERY LOW

Bactericide agents

NOT DETECTED

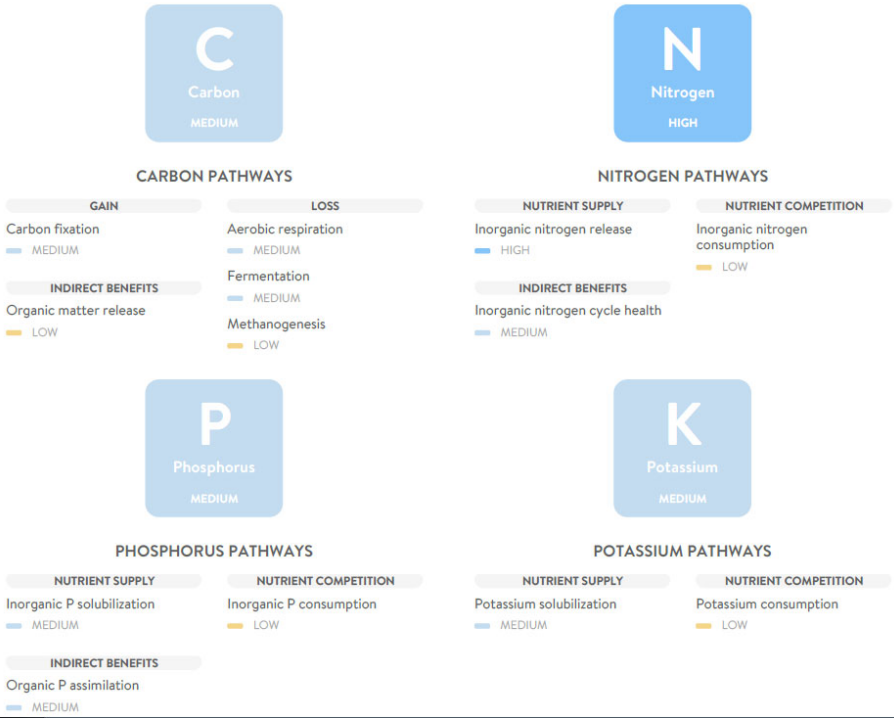
Nematicide agents

NOT DETECTED

NUTRITION

Nutritional status based on the presence and mobilization of certain compounds

MAJOR COMPOUNDS



Haney Methods
Solvita Soil Respiration
Standard Methods for the Analysis of Water and Wastewater, 20th Ed. 1998
Comments:
Recommended Cover Crop = 50% Legume / 50% Grass
Soil Health Calculation = 8.2

MINOR COMPOUNDS



Test	Method	Results	SOIL TEST RATINGS					Calculated Cation Exchange Capacity
			Very Low	Low	Medium	Optimum	Very High	
Soil pH	1:1	5.8						11.7 meq/100g
Buffer pH	BPH	7.71						%Saturation
Phosphorus (P)	M3	10 ppm						%sat meq
Potassium (K)	M3	94 ppm						K 2.1 0.2
Calcium (Ca)	M3	1494 ppm						Ca 63.8 7.5
Magnesium (Mg)	M3	201 ppm						Mg 14.3 1.7
Sulfur (S)	M3	5 ppm						H 18.8 2.2
Boron (B)	M3	0.4 ppm						Na 0.9 0.1
Copper (Cu)	M3	0.8 ppm						
Iron (Fe)	M3	112 ppm						K/Mg Ratio: 0.14
Manganese (Mn)	M3	72 ppm						Ca/Mg Ratio: 4.46
Zinc (Zn)	M3	1.4 ppm						
Sodium (Na)	M3	23 ppm						
Soluble Salts								
Organic Matter	LOI	2.7% ENR 98						
Nitrate Nitrogen								
Neut Acid		2.5						

0.002-0-0.3

Microbe Inoculant

Guaranteed Analysis:

Total Nitrogen (N) 0.002%

0.002% Ammoniacal Nitrogen

Soluble Potash (K₂O) 0.3%

Derived From: Compost, fish protein hydrolysate and seaweed

ALSO CONTAINS NONPLANT FOOD INGREDIENTS

Microbial Concentration:

<i>Bacillus foraminis</i>	1x10 ⁷ CFU/ml
<i>Bacillus amyloliquefaciens</i>	3.5x10 ⁵ CFU/ml
<i>Bacillus licheniformis</i>	3.5x10 ⁵ CFU/ml
<i>Bacillus subtilis</i>	1x10 ⁵ CFU/ml
<i>Bacillus megaterium</i>	1x10 ⁵ CFU/ml
<i>Bacillus pumilus</i>	1x10 ⁵ CFU/ml
<i>Hydrogenophaga pseudoflava</i>	5x10 ⁸ CFU/ml
<i>Achromobacter xylosoxidans</i>	1x10 ⁸ CFU/ml
<i>Pseudomonas stutzeri</i>	1x10 ⁸ CFU/ml
<i>Acinetobacter johnsonii</i>	1x10 ⁸ CFU/ml

Product Purpose: Microbe Inoculant and Fertilizer to Promote Plant Growth

Product Claims: Increases Plant Nutrient Availability and Uptake of Nitrogen, Phosphorus, and Potassium; Enhances Soil Fertility; Fixes Nitrogen; Solubilizes Phosphorus, Potassium, Iron and Zinc; Increases Organic Matter Decomposition; Improves Soil Structure and Porosity; Improves Soil Cation Exchange Capacity; Supplies Organic Matter; Increases Seed Germination, Emergence, Seedling Vigor, Root and Shoot Growth, Leaf Area, Biomass and Yield; Increases Plant Tolerance Against Salt, Heat, Cold and Drought Stress with Increased Plant Survival and Growth; Reduces Plant Sodium Toxicity, and Increases Beneficial Microbe Population Size and Diversity.



@Kimbrellfarms06

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